

SNC Telecommunication, LLC

WHERE CUSTOMERS COME FIRST



November 1, 2001

Reference: Defense Federal Acquisition Regulation Utilization of Indian-owned Organizations and Indian-owned Economic Enterprises

Subject: Case 2000-DO24

To whom it may concern:

SNC Telecommunication, LLC is a minority owned telecommunications company that provides a wide cross-section of sophisticated telecommunication products and services to its clients. The company is a wholly owned subsidiary of the Sitnasuak Native Corporation that was established pursuant to the Alaska Native Claims Settlement Act (ANSCA) in 1971 as the Village Corporation for Nome, Alaska.

For the record, SNC Telecommunication, LLC is a Native American company, Alaska Native Corporation, Minority owned business and qualifies as a Small Disadvantaged Business. Entrance date: May 18, 2001.

The company is also a participant in the SBA 8(a) program having entered on May 18, 2001 under Case Number 107040.

Having stated the facts, we would very much like to remind you that the Indian Incentive Program is funded specifically to provide incentives to large primary Department of Defense contractors to utilize products and services offered by Indian Owned Economic Enterprises. While these products and services may be available from other sources, the letter and intent of the law is strict in its interpretation.

The evolution, over time, of our government's procurement program has focused on the so-called 'commercial items'. The policy in place appears to be exclusionary at the expense of small, minority-owned companies like ours. As a major re-seller of sophisticated telecommunications equipment, we are not seeing the benefits of the federally mandated program that was enacted into law for the very specific purpose of assisting minority-owned companies.

It is our understanding that you have received similar and numerous requests from other companies in similar frustrating positions. As a member of Alaska's 8(a) Association we support the Association's

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petition to immediately remove the exclusion and join in the true spirit of helping minority owned enterprises to grow and contribute to the economic development of our state.

Sincerely,

Robert L. Fagerstrom
President
SNC Telecommunicaiton, LLC
6927 Old Seward Hwy
Suite 203
Anchorage, AK 995 18
Tel: 907-466- 1007
Fax: 907-443-3063
e-mail: rfagerstrom@snctel.com

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